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## **Built On The Foundation ... The Best Is Yet To Come!**

Wanda Alexander is President and CEO of Horizon Consulting Incorporated in Lansdowne, Virginia. Ms. Alexander purchased a majority stake in Horizon in September of 1995 immediately assuming the positions of President and CEO. Her leadership has seen Horizon grow to a 130-plus-person organization and #312 on the Inc 500 list of the Fastest-Growing Private Companies in America in 2002. Horizon provides high volume work flow management, loan quality control, appraisal management, and due diligence services to the HUD and SBA, multifamily housing owners, and commercial banks. Horizon's revenues for 2003 were \$6.5 million.

Ms. Alexander is a native of Washington, D.C. and is a product of the D.C. and Prince George's County public schools. She is a graduate of the University of Maryland, College Park. She has 25 years' experience in asset management, portfolio supervision and debt restructuring strategies for financially distressed multifamily real estate. Throughout her career, she has been responsible for oversight management of HUD-insured and/or subsidized multifamily housing properties. She has provided support for numerous regulatory agencies, including HUD; the Department of Justice; the Resolution Trust Corporation, and state and local housing agencies. As CEO of Horizon for over 13 years now, Ms. Alexander has added to her list of talents a thorough knowledge of FHA's Single Family Housing Programs and has been a SBA certified 8(a) firm since 2001.

SBA has helped thousands of aspiring entrepreneurs over the years to gain a foothold in government contracting through the 8(a) Business Development Program. The program is an essential instrument for helping socially and economically disadvantaged entrepreneurs gain access to the economic mainstream of American society and build their competitive and institutional know-how. Participants can receive sole-source contracts, up to a ceiling of \$3 million for goods and services and \$5 million for manufacturing.

Ms. Alexander's vision for Horizon has been to help clients mitigate risks of mission-critical operations while reducing expenses. Since the firm's inception, she and the Horizon staff have been committed to honesty, integrity, professionalism, and hard work in all of the company's business relationships. The company's commitment to these core values has resulted in a 95% renewal rate on its federal contracts and excellent references from customers. Horizon also has

established itself as an environment where employees are fulfilled in their work and obtain the training and tools necessary to grow as leaders. Over 80% of its current managers were promoted through the ranks. In addition, community outreach is a key component of Horizon's commitment to giving back to the communities where the company operates - Santa Ana, California; Denver, Colorado; Philadelphia, Pennsylvania, Atlanta, Georgia, and Lansdowne, Virginia. Horizon employees participate in the Make-a-Wish Foundation, the American Cancer Society, Special Olympics and Habitat for Humanity. Community outreach at Horizon has also included providing food and clothing for the homeless and sending supplies to America's troops in Iraq.

Ms. Alexander has been personally active for over 20 years with organizations that create scholarships for minority women, teach investing to elementary youth, provide direction and leadership to teens and mentor young ladies through and after college. She currently serves as a mentor to several women who have started businesses and attained success in their own in fields including real estate, professional writing, hair design, and film production. Several others she has mentored work in professions ranging from Wall Street to ministry. Ms. Alexander has traveled as far as Puerto Rico to speak on topics ranging from customer service to expanding a business. She was recently recognized by the Loudoun County Commission on Women and the Board of Supervisors as one of the Outstanding Women of Loudoun County for 2005. She was also selected in 2005 to serve on the Foreclosure Economic Advisory Committee (FEAC), a not-for-profit organization that analyzes national foreclosure trends to better support the goal of sustainable home ownership. In 2007, she was awarded the SBA's Women in Business Champion of the Year Award.

Under Ms. Alexander's leadership, Horizon's commitment to understanding customer needs and delivering on its promises for its customers has allowed the company to prosper. Ms. Alexander envisions Horizon's 'next step' as one of continued growth through diversification. "I strongly believe that to whom much is given, much is required, and the principles of Horizon are built on this foundation. At Horizon, the best is yet to come because we must, and we do, act as if it is impossible to fail!"

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